

Message Text

CONFIDENTIAL

PAGE 01 PORT O 00308 012041Z
ACTION PM-03

INFO OCT-01 SS-14 ISO-00 NSC-05 NSCE-00 SP-02 INR-05
CIAE-00 EB-04 MC-01 L-01 ACDA-10 PRS-01 ARA-06 DODE-00
/053 W

-----012336Z 011152 /73

R 011955Z FEB 77

FM AMEMBASSY PORT OF SPAIN
TO SECSTATE WASHDC 282

C O N F I D E N T I A L PORT OF SPAIN 0308

LIMDIS

E.O. 11652: NA

TAGS: BTIO, EINV, TD

SUBJECT: PROPOSED AIRCRAFT SALES TO BWIA

1. WE UNDERSTAND THAT BWIA IS CONSIDERING PURCHASE OF WIDE-BODIED AIRCRAFT. SALESMEN FROM LOCKHEED, BOEING AND DOUGLAS EITHER ARE IN TOUCH WITH OR WILL BE IN TOUCH WITH BWIA TO PROMOTE THEIR RESPECTIVE MODELS OF THIS TYPE OF PLANE.

2. WE UNDERSTAND THAT BWIA OFFICIALS HAVE RECOMMENDED THAT U.S. COMPANIES HIRE LOCAL AGENTS TO REPRESENT THEM ON THIS SALE, AND THAT SUCH AGENTS BE SELECTED "WITH GREAT CARE." EMBASSY KNOWS OF NO USEFUL FUNCTION WHICH AGENT CAN SERVE IN THIS CASE. WHILE THERE IS A REASON FOR HIRING A LOCAL AGENT IF A COMPANY EXPECTS TO MAKE ONGOING SALES OR IF STAGED DELIVERIES ARE INVOLVED, SALE OF ONE OR TWO LARGE PLANES DOES NOT REQUIRE THIS KIND OF SERVICE AND PRIMARY RESULT WOULD BE THAT LOCAL REPRESENTATIVES WOULD RECEIVE COMMISSIONS FROM THE SALES.

3. EMBASSY DOES BELIEVE THAT HIRING A LOCAL ATTORNEY
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 PORT O 00308 012041Z

TO ADVISE THESE COMPANIES ON TAX AND OTHER MATTERS WOULD BE IN THEIR INTEREST, BUT THIS IS QUITE DIFFERENT FROM HIRING A LOCAL SALES AGENT.

4. EMBASSY RECOMMENDS THAT ALL THREE COMPANIES BE CONTACTED, AND SUGGESTION BE MADE THAT IF ALL STAND FIRM ON THIS MATTER HIRING OF SUCH AN AGENT COULD BE

AVIODED AND WOULD BE IN BEST INTERESTS OF ALL CONCERNED. WE UNDERSTAND THERE IS NO NON-US COMPETITION FOR THIS PURCHASE, AS AIRCRAFT ARE INTENDED FOR LONG-DISTANCE FLIGHTS TO US, CANADA, AND UK, WHICH EUROPEAN AIRBUS CANNOT SERVE.

FAY

CONFIDENTIAL

NNN

Message Attributes

Automatic Decaptioning: Z
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: AIRCRAFT SALES
Control Number: n/a
Copy: SINGLE
Sent Date: 01-Feb-1977 12:00:00 am
Decaption Date: 22 May 2009
Decaption Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977PORTO00308
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D770036-0292
Format: TEL
From: PORT OF SPAIN
Handling Restrictions:
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770285/aaaacxls.tel
Line Count: 68
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: e88b6dcd-c288-dd11-92da-001cc4696bcc
Office: ACTION PM
Original Classification: CONFIDENTIAL
Original Handling Restrictions: LIMDIS
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: LIMDIS
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 31-Mar-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3440488
Secure: OPEN
Status: NATIVE
Subject: PROPOSED AIRCRAFT SALES TO BWIA
TAGS: BTIO, EINV, TD, BWIA
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/e88b6dcd-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009